

Ginger R. DeMille

? show files;ds

File 350:Derwent WPIX 1963-2005/UD,UM &UP=200527

(c) 2005 Thomson Derwent

File 344:Chinese Patents Abs Aug 1985-2004/May

(c) 2004 European Patent Office

File 347:JAPIO Nov 1976-2004/Dec(Updated 050405)

(c) 2005 JPO & JAPIO

File 371:French Patents 1961-2002/BOPI 200209

(c) 2002 INPI. All rts. reserv.

File 2:INSPEC 1969-2005/Apr W4

(c) 2005 Institution of Electrical Engineers

File 35:Dissertation Abs Online 1861-2005/Mar

(c) 2005 ProQuest Info&Learning

File 65:Inside Conferences 1993-2005/May W1

(c) 2005 BLDSC all rts. reserv.

File 99:Wilson Appl. Sci & Tech Abs 1983-2005/Mar

(c) 2005 The HW Wilson Co.

File 256:TecInfoSource 82-2005/Mar

(c) 2005 Info.Sources Inc

File 474:New York Times Abs 1969-2005/May 02

(c) 2005 The New York Times

File 475:Wall Street Journal Abs 1973-2005/May 02

(c) 2005 The New York Times

File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13

(c) 2002 The Gale Group

Set	Items	Description
S1	1845	(MARKETING OR SALES)(1W)(LEAD? OR PROSPECT?) OR (LEAD? OR - PROSPECT? OR PROSPECTIVE OR POTENTIAL OR POSSIBLE)(3N)(CUSTOMER? ? OR BUYER? ? OR SHOPPER? ? OR CLIENT? ?)(3N)(DATABASE? OR SYSTEM OR DBMS OR SERVER OR FILE OR RDBMS)
S2	146098	SUBSIDY OR AFFILIATE? ? OR (THIRD OR 3RD OR ANOTHER OR OTHER OR DIFFERENT OR OUTSIDE)() (PARTY OR PARTIES OR MERCHANT? ? OR DEALER? OR VENDOR? ? OR SELLER? ? OR PROVIDER? ?) OR THIRDPARTY OR INTERMEDIAR? OR OUTSIDE()AGENC? S S MARKETING()CONSULTANT? ? OR A
S3	3337	(SALES OR MARKETING)(1W)(AGENT? ? OR REP OR REPS OR REPRESENTATIVE? ?)
S4	7	S1(6N)(CONTACT OR CONTACTS OR CONTACTING OR MAIL? OR EMAIL? OR (E OR ELECTRONIC?)(1W)(MAIL? OR MESSAG?) OR PHONE? OR PHONING OR TELEPHONING OR CALL OR CALLS OR CALLING OR COMMUNICAT- ?)(15N)(S2 OR S3)
S5	7	RD (unique items)
S6	16	S1(15N)(S2 OR S3)
S7	11	S6 NOT S5
S8	11	RD (unique items)
?		

? t5/3,k/all

5/3,K/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2005 Thomson Derwent. All rts. reserv.

016434151 **Image available**
WPI Acc No: 2004-592068/200457
Related WPI Acc No: 2004-602538; 2004-602539; 2004-602540; 2004-674488
XRPX Acc No: N04-468254

**Sales lead distribution method for companies and business entities,
involves deciding recipient of sales lead and providing sales lead
information to decided recipient for processing sales lead**

Patent Assignee: KAPADIA V (KAPA-I); TATSUMI B (TATS-I); TIVEY S E (TIVE-I)
Inventor: KAPADIA V; TATSUMI B; TIVEY S E

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20040143484	A1	20040722	US 2003440343	P	20030116	200457 B
			US 2003602707	A	20030625	

Priority Applications (No Type Date): US 2003440343 P 20030116; US
2003602707 A 20030625

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20040143484	A1	54	G06F-017/60	Provisional application	US 2003440343

Abstract (Basic):

... A decision process related to assignment of a **sales lead** to
a recipient such as **sales agent** or a **call center**, is performed at
regional office of a business entity (30). The **sales lead**
information is provided to the decided recipient, for processing sales
lead.

5/3,K/2 (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2005 Thomson Derwent. All rts. reserv.

014538918 **Image available**
WPI Acc No: 2002-359621/200239

Method for estimating comparatively insurance commodity in real time

Patent Assignee: SWIRE KOREA (SWIR-N)

Inventor: HAN B S

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001109883	A	20011212	KR 200030609	A	20000603	200239 B

Priority Applications (No Type Date): KR 200030609 A 20000603

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2001109883	A	1	G06F-017/60		

Abstract (Basic):

... A client comprises a terminal(30) connected to the Internet(20)
through a wire/wireless **communication** network. When the terminal(30)
of the client connects to the server(10) of the insurance **intermediary**
through a web, the web server(11) displays the homepage of the
insurance **intermediary** on the web browser of the **client**. The web
server (11) makes **possible** an electronic commerce through the
homepage by working together the **e - mail** server(13), the merchant
server(15) for the electronic commerce, and the database management
system...

5/3,K/3 (Item 1 from file: 2)

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DIALOG(R)File 2:INSPEC
(c) 2005 Institution of Electrical Engineers. All rts. reserv.

6105095

Title: Prove it [insurance certificates]

Author(s): McDonald, L.

Journal: Best's Review - Property/Casualty Insurance Edition vol.99,
no.6 p.99-100

Publisher: A.M. Best Co,

Publication Date: Oct. 1998 Country of Publication: USA

CODEN: BRPIDU ISSN: 0161-7745

SICI: 0161-7745(199810)99:6L:99:PIC;1-#

Material Identity Number: B559-98012

Language: English

Subfile: D

Copyright 1998, IEE

...Abstract: this is an application insurers have been holding their breath for. The idea behind Homecom **Communications** online-certificate **system** is simple: provide a location where **potential customers** can determine whether a business or individual is covered by insurance, how much and for what coverage. Typical users might be **contractors**, business-to-business users and potential vendors of any stripe.

5/3,K/4 (Item 2 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2005 Institution of Electrical Engineers. All rts. reserv.

02761545 INSPEC Abstract Number: D86002897

Title: Marketers and the PC: steady as she goes

Author(s): Taylor, T.C.

Journal: Sales & Marketing Management vol.137, no.3 p.53-5

Publication Date: Aug. 1986 Country of Publication: USA

CODEN: SMMAD7 ISSN: 0163-7517

Language: English

Subfile: D

...Abstract: challenge in the next ten years will be to master the flow of information the **marketing representative** needs. Companies may use computers to enhance four aspects of **sales calls**: **prospecting**, **call planning**, **making calls**, and **call reporting**. Marketing strategies are now formulated more easily and confidently due to next day availability...

5/3,K/5 (Item 1 from file: 256)

DIALOG(R)File 256:TecInfoSource

(c) 2005 Info.Sources Inc. All rts. reserv.

00150632 DOCUMENT TYPE: Review

PRODUCT NAMES: Expert Observer 9.0 (008028)

TITLE: Examine Live IP Traffic With Expert Observer

AUTHOR: Spiwak, Marc

SOURCE: CRN, v1062 p43(2) Sep 15, 2003

ISSN: 0893-8377

HOME PAGE: http://www.crn.com

RECORD TYPE: Review

REVIEW TYPE: Review

GRADE: B

REVISION DATE: 20040430

...Instruments offers considerable and varied one-on-one assistance to

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partners, and its field-based **sales representatives** take part in joint sales, **calls**, seminars, and online demons. They assist solution providers in researching and targeting **sales leads**.

5/3,K/6 (Item 2 from file: 256)
DIALOG(R) File 256:TecInfoSource
(c) 2005 Info.Sources Inc. All rts. reserv.

00130211 DOCUMENT TYPE: Review

PRODUCT NAMES: Outsourcing (840661); Call Centers (835013)

TITLE: Winning Outsourcing Plays: Service bureaus can be effective...
AUTHOR: Read, Brendan B
SOURCE: Call Center Magazine, v14 n3 p58(11) Mar 2001
ISSN: 1064-5543
HOME PAGE: <http://www.callcentermagazine.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20011030

...month after the contract commenced. Cerida's agents make outbound and receive inbound lead qualification **contacts** by **phone**, **e-mail**, and online. Agents then send possible **sales leads** to Mirror Image's field **sales representatives**. Potential clients that visit Mirror Image's Web site can use Cerida's Web callback...

5/3,K/7 (Item 1 from file: 583)
DIALOG(R) File 583:Gale Group Globalbase(TM)
(c) 2002 The Gale Group. All rts. reserv.

04232667
MOST UT COMPANIES USE DIRECT MAIL
UK - MOST UT COMPANIES USE DIRECT MAIL
Money Marketing (MOM) 25 April 1991 p13

... Prosper, Gartmore and M&G. These companies use the One to One programme from International **Communications & Data**, consumer data agency, a **system** able to target **potential clients** without cross-selling to **intermediaries' clients**.
?

? t8/3,k/all

8/3,K/1 (Item 1 from file: 350)
 DIALOG(R)File 350:Derwent WPIX
 (c) 2005 Thomson Derwent. All rts. reserv.

016877622 **Image available**
 WPI Acc No: 2005-201905/200521
 XRPX Acc No: N05-166179

**Incoming sales leads distributing method for automotive dealer,
 involves delivering lead together with information indicating identified
 dealer to intermediary that is associated with identified type of lead
 management software**

Patent Assignee: HONDA MOTOR CO LTD (HOND)
 Inventor: CENTER S; DANIELS G; DUDLEY J; FREDELUCES M; FULCHER J;
 HARRINGTON G; KERANEN M; MATEER D; NAIR S; NAKAHIRA R; WADA E
 Number of Countries: 108 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20050044036	A1	20050224	US 2003497378	P	20030822	200521 B
			US 2004547356	P	20040223	
			US 2004872648	A	20040621	
WO 200520032	A2	20050303	WO 2004US27627	A	20040823	200521

Priority Applications (No Type Date): US 2004872648 A 20040621; US
 2003497378 P 20030822; US 2004547356 P 20040223

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20050044036	A1	12	G06F-017/60	Provisional application US 2003497378

Provisional application US 2004547356

WO 200520032 A2 E G06F-000/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ
 CA CH CN CO CR CU CZ DE DK DM DZ EC EE EG ES FI GB GD GE GH GM HR HU ID
 IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ
 NA NI NO NZ OM PG PH PL PT RO RU SC SD SE SG SK SL SY TJ TM TN TR TT TZ
 UA UG US UZ VC VN YU ZA ZM ZW
 Designated States (Regional): AT BE BG BW CH CY CZ DE DK EA EE ES FI FR
 GB GH GM GR HU IE IT KE LS LU MC MW MZ NA NL OA PL PT RO SD SE SI SK SL
 SZ TR TZ UG ZM ZW

**Incoming sales leads distributing method for automotive dealer,
 involves delivering lead together with information indicating identified
 dealer to intermediary that is associated with identified type of lead
 management software**

8/3,K/2 (Item 2 from file: 350)
 DIALOG(R)File 350:Derwent WPIX
 (c) 2005 Thomson Derwent. All rts. reserv.

016516105 **Image available**
 WPI Acc No: 2004-674488/200466
 Related WPI Acc No: 2004-592068; 2004-602538; 2004-602539; 2004-602540
 XRPX Acc No: N04-534325

**Sales leads assignment method for insurance industry, involves
 determining if sales lead is auto-assignable, assigning lead to
 sales agent , and outputting lead information over network environment,
 for access by agent**

Patent Assignee: DEMELLO D K (DEME-I); HAIDER M (HAID-I); LEAHY M F
 (LEAH-I); OWINGS G A (OWIN-I); RICE D C (RICE-I); TIVEY S E (TIVE-I)
 Inventor: DEMELLO D K; HAIDER M; LEAHY M F; OWINGS G A; RICE D C; TIVEY S E
 Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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Ginger R. DeMille

US 20040143473 A1 20040722 US 2003440343 P 20030116 200466 B
US 2003602923 A 20030625

Priority Applications (No Type Date): US 2003440343 P 20030116; US
2003602923 A 20030625

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
US 20040143473 A1 54 G06F-017/60 Provisional application US 2003440343

**Sales leads assignment method for insurance industry, involves
determining if sales lead is auto-assignable, assigning lead to
sales agent, and outputting lead information over network environment,
for access by agent**

Abstract (Basic):

... lead is loaded into a lead processing portion (40). The lead is
assigned to a sales agent. The sales lead information is
outputted over a network environment to a lead distribution portion
(48), so as...

8/3,K/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2005 Thomson Derwent. All rts. reserv.

016444622 **Image available**

WPI Acc No: 2004-602538/200458

Related WPI Acc No: 2004-592068; 2004-602539; 2004-602540; 2004-674488

XRPX Acc No: N04-476504

**Sales lead information presenting method for insurance industry, involves
presenting sales lead information having dispositioning, agent note
and source of sale information's, to assigned sales agent**

Patent Assignee: COGSWELL A (COGS-I); KAPADIA V (KAPA-I); TATSUMI B
(TATS-I); TIVEY S E (TIVE-I)

Inventor: COGSWELL A; KAPADIA V; TATSUMI B; TIVEY S E

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20040143476	A1	20040722	US 2003440343	P	20030116	200458 B
			US 2003602594	A	20030625	

Priority Applications (No Type Date): US 2003440343 P 20030116; US
2003602594 A 20030625

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes
US 20040143476 A1 53 G06F-017/60 Provisional application US 2003440343

**Sales lead information presenting method for insurance industry, involves
presenting sales lead information having dispositioning, agent note
and source of sale information's, to assigned sales agent**

Abstract (Basic):

... The method involves identifying an assigned sales agent to
work a sales lead. The sales lead information is accessed by
the assigned agent with web based lead system (100). The lead...
... An INDEPENDENT CLAIM is also included for a computer-implemented
system for presenting sales lead information to a sales agent
using the internet...

...Used for presenting sales lead information to a sales agent
using the Internet (claimed) in an insurance industry or a business,
company and firm...

8/3,K/4 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2005 Thomson Derwent. All rts. reserv.

014358330 **Image available**
WPI Acc No: 2002-179031/200223
XRAM Acc No: C02-055498
XRPX Acc No: N02-136157

**Managing contract bidding of chemical synthesis on computer network
comprises evaluating potential suppliers provided by customer,
identifying eligible suppliers for bidding on synthesis, and evaluating
the bids**

Patent Assignee: EICHENBAUM G M (EICH-I); SCOLNIK P A (SCOL-I)

Inventor: EICHENBAUM G M; SCOLNIK P A

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020007333	A1	20020117	US 2000179727	P	20000202	200223 B
			US 2001773563	A	20010202	

Priority Applications (No Type Date): US 2000179727 P 20000202; US
2001773563 A 20010202

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

US 20020007333 A1 21 G06F-017/60 Provisional application US 2000179727

Abstract (Basic):

... synthesis comprising processing unit for processing requests for
proposals for synthesis factors supplied by a **customer , intermediary
system** central computer for identifying **potential** suppliers,
customer intermediary system for distributing the requests for
proposals and soliciting bids on each request for proposals, and...

8/3,K/5 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2005 Thomson Derwent. All rts. reserv.

014172719 **Image available**
WPI Acc No: 2001-656947/200175
XRPX Acc No: N01-489694

**System for viral marketing when tracking forwarding of commercial
messages by recipients and rewarding them for doing so with points or
electronic money**

Patent Assignee: MINDARROW SYSTEMS (MIND-N); MIND ARROW SYSTEMS (MIND-N)

Inventor: MCEWAN R; PETERSON R

Number of Countries: 092 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200173642	A1	20011004	WO 2000US8169	A	20000327	200175 B
AU 200039273	A	20011008	AU 200039273	A	20000327	200208
			WO 2000US8169	A	20000327	

Priority Applications (No Type Date): WO 2000US8169 A 20000327

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200173642 A1 E 20 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH
CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE
KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU
SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200039273 A G06F-017/60 Based on patent WO 200173642

Abstract (Basic):

... Advertising and **marketing prospect** databases (22,24) are
utilized by a **marketing agent** (30) to send an electronic commercial
(31) to a recipient (40), forwarding it to recipients...

8/3,K/6 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2005 Institution of Electrical Engineers. All rts. reserv.

8285218 INSPEC Abstract Number: C2005-04-1290D-015

Title: Salesforce design with experience-based learning

Author(s): Misra, S.; Pinker, E.J.; Shumsky, R.A.

Author Affiliation: William E. Simon Sch. of Bus. Adm., Rochester Univ., NY, USA

Journal: IIE Transactions vol.36, no.10 p.941-52

Publisher: Taylor & Francis,

Publication Date: Oct. 2004 Country of Publication: USA

CODEN: IIETDM ISSN: 0740-817X

SICI: 0740-817X(200410)36:10L.941:SDWE;1-J

Material Identity Number: H649-2004-010

Language: English

Subfile: C E

Copyright 2005, IEE

...Abstract: both the optimal salesforce structure (specialists versus generalists) as well as the optimal routing of **sales leads to sales representatives** .

8/3,K/7 (Item 2 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2005 Institution of Electrical Engineers. All rts. reserv.

04336692 INSPEC Abstract Number: C9303-6155-004

Title: An early client server implementation example

Author(s): Helle, H.

Author Affiliation: Statoil Bergen Oper., Norway

Conference Title: Proceedings. SHARE Europe Spring Meeting: Managing Communications in a Global Marketplace p.353-61

Publisher: SHARE Europe (SEAS), Geneva, Switzerland

Publication Date: 1992 Country of Publication: Switzerland 770 pp.

Conference Date: 30 March-3 April 1992 Conference Location: Cannes, France

Language: English

Subfile: C

...Abstract: at that time did not meet all of the requirements. Having gained some experience in **client - server** technology and recognised its **potential** , they contacted several **other vendors** with more specific requirements. They installed and tested a new product in May 1991 and...

8/3,K/8 (Item 1 from file: 99)

DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs

(c) 2005 The HW Wilson Co. All rts. reserv.

2622640 H.W. WILSON RECORD NUMBER: BAST93044450

Marketing tilt-up

Simmons, R. Randolph 3rd;

Aberdeen's Concrete Construction v. 38 (Aug. 1993) p. 561-2

DOCUMENT TYPE: Feature Article ISSN: 1051-5526

...ABSTRACT: areas or tight working conditions. Marketing efforts can be helped by the creation of a **prospect database of potential clients** and **third - party** endorsements. It is also important for suppliers to deliver on their promises and on the...

8/3,K/9 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09735325

Auto Trader adds Network Q used-car information

UK: Vauxhall's Network Q signs deal with Auto Trader

Revolution (UCT) 28 Mar 2002

Language: ENGLISH

... survey of automotive retailing on line has indicated that Auto Trader accounts for 87% of **sales leads** generated by **third party** web sites on behalf of independent dealerships. Under the latest agreement, details of over 11...

8/3,K/10 (Item 2 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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09181032

e-commend to target internet DIY market

UK: NEW FUNDS FOR DIY WEB SITE

Financial Times (FT) 25 Oct 1999 p.27

Language: ENGLISH

... The company also plans a stock market flotation for October 2000. E-commend provides a **database** of **contractors** and images of **potential improvements**, and says it can match **customers** with **potential contractors** within three days. The company earns 2% commission on all contracts completed. It predicts sales...

8/3,K/11 (Item 3 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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04928657

Public sector tendering criticised

UK - GOVT CRITICISED OVER TENDERING OF IT CONTRACTS

Financial Times (C) 1992 (FT) 4 March 1992 p7

... public sector group accounts director of Hoskyns Group, said the tendering mechanism involved much longer **sales lead** times than in the private sector and an unnecessarily high number of **contractors**. This could result in reduced competition as contractors were bankrupted or forced to withdraw because...

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